



# INDUSTRY PARTNERS CONFERENCE 2017

REALTORS® ... LOAN OFFICERS... ESCROW OFFICERS... *ALL LEARNING TOGETHER!*

## The Road to Closing: Situations, Scenarios, and Solutions

This year's transaction topics include situations and solution best practices on issues such as:

- Can the seller cancel if earnest money is not deposited immediately?
- Is a cash buyer supposed to attach a letter of credit or source of funds to the contract?
- If a buyer does not pay the required funds by COE are they in breach?
- If a seller owns the solar system is it to convey with the property?
- How does removing the word *prepaid* from seller concessions change things?
- What happens to the earnest money if the buyer is denied a loan that is not described in the PQF or LSU?
- Can a escrow company ask for a loan denial from the lender to make their earnest money decision?
- Does a seller have to pay the HOA disclosure fee or is it negotiable?
- Since seller warranties were removed from the BINSR is the seller obligated to disclose all material latent defects?
- When does the buyer need to determine the cost and availability homeowner's insurance?
- If a buyer cancels the Contract based on the BINSR, but fails to disapprove any items that are allowable, does the seller get the earnest money?
- What are potential issues if a Contract contains an escalation clause?

*Learn Through  
Highly Interactive  
Scenario  
Discussion*

*EARLY BIRD  
REGISTRATION  
Through  
August 30  
\$85*

SEP. 21 @ EMBASSY SUITES 4415 E PARADISE VILLAGE PHWY S, PHOENIX, AZ 85032  
GENERAL REGISTRATION 8/31-9/14 = \$99  
AT-DOOR REGISTRATION = \$119

REGISTER ONLINE AT [WWW.REGONLINE.COM/2017IPC](http://WWW.REGONLINE.COM/2017IPC)

8:00am - CHECK-IN/CONTINENTAL BREAKFAST, 8:30am-4:00pm - PROGRAM, THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER SOON!



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012 • Telephone: 602.248.7787  
Toll-free in AZ: 800.426.7274 • Web: [www.aaronline.com](http://www.aaronline.com)



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